Case Study
Supply Chain Transformation for US-based Network Equipment Manufacturer
Client
An American multinational technology conglomerate. It develops, manufactures and sells networking hardware, telecommunications equipment and other high-technology services and products.

Challenges
The client has diverse, extensive, and global supply chain machinery, with 300,000+ components sourced from 6,000+ vendors. This scale and complexity led to challenges:

- Existing processes for contract allotment to a supplier were **under-digitized**, taking more than a week to award contract.
- There was no automatic way of launching RFQs, receiving quotes from suppliers and awarding contracts based on criteria set by a global process owner.
- Lack of a unified platform to manage negotiations meant switching between multiple applications.
- Lack of a single data source from a supplier data standpoint leading to **decreased ability** to take data-driven decisions.

LTI Solution
- LTI delivered a solution for 6000+ global suppliers in 9 international languages with 2 TB+ data size, centralized data management and features like past pricing records, quote comparison, RFQ evaluations, RFQ awarding, pre and post award analytics.
- Leveraged **SAP HANA in-memory capabilities** for real-time analytics, and OLTP for transaction processing.
- **Real-time data ingestion** from Oracle ERP to SAP HANA through Informatica ETL jobs. Write-back to Oracle ERP from HANA. Used Google Angular JS framework for UI access to internal and external users.
- Delivered the entire program in a **distributed agile mode** across geographies.
- High level architecture:

![Architecture Diagram]

Source System: Oracle ERP
ETL: Informatica
Database: SAP HANA
Middleware: SAP HANA XSJS
UI: Angular JS

Write-back to ERP
Business outcomes delivered

- **Reduced time** to award a contract from **weeks to days**
- Executed ~**USD 10 billion worth of quotes** per year through the platform
- **Analytics feature** helped manage quote prices
- Reduced negotiation timelines and **data driven approach** for awarding contracts led to efficient supply chain operations and improved ATP
- Improved multi-vendor order allocations and **competitive pricing** in vendor bids helped drive **cost efficiencies** for the supply chain source function.